

## financial OVERVIEW

Predictable funding for RMCC's programs has become more challenging in 2016. State support for the early supports and services has been level funded for several years. This, combined with increased difficulty in collecting funds from insurance carriers, has created greater dependency on fundraising to ensure continued delivery of high quality, compliant services to children and their families.

The board and management of RMCC recognize the challenges ahead and remain steadfast and prudent in preparing for the future. Much time and attention has been dedicated to advocacy efforts at the state level in order to make the needs of our clients known. In fiscal 2017, RMCC has invested in employee training and has continued to build on technology and computer systems.

Despite the stated challenges, RMCC did end fiscal year 2016 with positive net income and a strong operating cash position, in part due to extra Medicaid billings, increased donations in celebration of our anniversary year and staff vacancies. RMCC continues to manage resources judiciously while investing in the future. ✨

### Operating Revenue

State and Federal Funds .....	\$592,974.00
Private Insurance and Service Fees .....	\$204,743.00
Fundraising Events and Contributions .....	\$204,838.00
Town Allocations .....	\$67,290.00
Grants .....	\$11,000.00
Miscellaneous .....	\$3,020.00
Change in beneficial interest .....	(\$5,313.00)
	<b>\$1,078,552.00</b>

### Operating Expenses

Programs and Services .....	\$777,424.00
Management and Administration .....	\$69,062.00
Fundraising .....	\$94,631.00
	<b>\$941,117.00</b>

## thank you DONORS

### 2016-2017 Major Donors

Al's Automotive Service Center  
 Allied Government Solutions  
 Anthem BC/BS  
 Convenient MD  
 Cross Insurance  
 Daystar Technologies  
 DF Richard Energy  
 Exeter Area New Car Dealers Association  
 Exeter Hospital  
 Fantasy Fireworks, Inc.  
 Gary & Marie Stevens  
 Heather Clark  
 J.Owen Todd Charitable Foundation  
 Jeff Fox  
 Jessica Moran  
 Knights of Columbus, Council 2179  
 Liberty Mutual Insurance  
 Louis Clarizio, DMD  
 National Wrecker  
 Ocean Gaming  
 Ocean Properties, LTD  
 Olive Higgins Prouty Foundation  
 Palmer and Sicard, Inc.  
 Rotary Club of Portsmouth  
 Seacoast Rotary  
 Seacoast Volkswagen, Inc.  
 Staffing Sense  
 The Bauman Family Foundation Inc.  
 The Rowley Agency  
 Thomas McGovern & Helen Crowe  
 United Way of Greater Seacoast  
 Vigilant Capital Management  
 Waddell & Reed



small change  
**BIG IMPACT**



## we appreciate OUR VOLUNTEERS

Abi Wool	Eve Fraelick	Kenneth F. Ginder	Michelle Stephen	Sophie Meyer
Amy Dillenbeck	Haley Archambault	Kenneth Radford	Mike Schidlovsky	Stephanie Gebo
Andrea Dent	Heather Dupont	Kim Harriman	Nicole Johnson	Steve Small
Andrea Knowles	Helen Crowe	Laura Eldridge	Pamela Sparling	Steven Plante
Anne Brown	Ian Smith	Linda Ayotte-Messner	Pat Anglin	Sue Kaplan
Ashley Meyer	James Hoyt	Lisa Archambault	Pat Ford	Susan Burdick
Bonnie Staniewicz	Jane McFarland	Mark Danie	Peter Meyer	Than Meyer
Bridgette Croft	Jeff Monroe	Mark Hodsdon	Portsmouth Rotary	Toni Gooch
Cathy Meyer	Jeff Olsen	Mary Pat Dolan	Rob Ficara	Tricia-Marie Parish
Chris Anders	Josh Aboody	Matt Blasik	Robert Begin	Trystan Moreau
Cynthia Bowden	Judy Wilson	Matt Romano	Seacoast Builders Club	Veronica Ciancuilli
Danielle Archambault	Karen Ellis	Maureen Barrows	Seacoast Rotary	Will Daly
Donna Roy	Katie Feeney	Michael Clayburgh	Shawn Olsten	Zach Plante



11 Sandy Point Road | Stratham, New Hampshire 03885  
 603.778.8193 | [www.richiemcfarland.org](http://www.richiemcfarland.org)



**Richie McFarland  
 Children's Center**

2017 **ANNUAL REPORT**

## FEED ME!

(please and thank you...)

Your small change will make a big impact in the lives of children needing developmental therapies.

You feed me, you feed your community. It's that simple...and I'm hungry.



11 Sandy Point Road | Stratham, NH  
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www.richiemcfarland.org



# leadership REPORT

## A nickel here, a penny there; some would say it wouldn't add up to much...

Within the world of early childhood intervention at RMCC, we know how small things can have a big impact. We believe in and encourage small steps, little achievements and seemingly tiny moments, as for the past forty-six years, we've seen them add up to children reaching sought-after goals. We invest wholeheartedly in these accomplishments and celebrate each feat as they bring our treasured little ones the empowerment and hope they so deserve.

As you will read in the donor profile, for many years now, RMCC has been the honored recipient of a woman's collection of small change found throughout the year. Each penny gifted to our mission is a testament to the importance of our work and offers encouragement and affirmation to our staff and therapists who are devoted to using

every last resource to support the children entrusted to our care and expertise. It matters. And so does your continued commitment.

In the past year, we fought hard on the advocacy front to make our needs known and secure an increase in state funding for early intervention. We were met with success with the first increase in provider compensation in ten years. While we celebrate this achievement, the tough reality is that it is a small win in a field that is fighting to make a big impact in the lives of hundreds of children.

Our mission remains the same, our commitment to fulfilling it stronger than ever. We thank you for believing in the undeniable potential of the children we serve and for your support as we work in partnership with parents to set them on the path to success. ☆



Kimberly Memmesheimer  
President  
Board of Directors



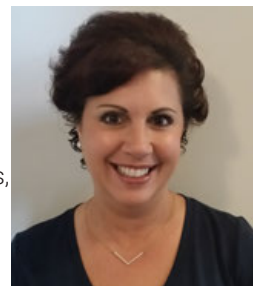
Peggy Small-Porter  
Executive Director

# board COMMITMENT

Her smile is infectious, her personality dynamic, her dedication to the mission of RMCC admirable, unwavering and one we continue to be grateful for. Beverly Hodsdon has served on the board for eight years, but her relationship with RMCC first began in 2001 when she was referred to RMCC from her daughter's pediatrician. RMCC was an incredible resource in connecting her with the right doctors to get her daughter's diagnosis of Fragile X Syndrome. Darci began receiving services at the age of 12 months. She received critical speech and occupational therapy services that would build a strong foundation for her entry into school a few years later. "Darci would wait at the window for her therapists to arrive for their weekly session. She adored both of them. Fifteen years after 'graduating from RMCC' we still remain in close

touch with them. They become an important member of your family."

Beverly, the owner of her own business, Joyce Design Solutions, has spent countless hours in service to RMCC, many of which have been dedicated to the graphic design for RMCC's marketing materials. Her positions on the board have included secretary, vice president, president and chair of the development, marketing and events committees. A resident of Exeter for many years, it's safe to say her contribution to our community has had a big impact. ☆



Beverly A. Hodsdon



Ethan Barr

They helped me connect to him.

Stacey Barr

# family SUPPORT

The first meeting between mom and therapist was a bit guarded, each trying to get a sense from the other about expectations, fears and hopes, all relative to the small and vulnerable child that lay between them. "I wasn't ready for someone to tell me what to do with him", says Stacey Barr, mother of Ethan, now three and a recent graduate from RMCC.

Reflecting back, Stacey relives the moment Meredith, an OT for Richie for the past 13 years, showed up on her doorstep. Ethan was 12 weeks old at the time and Mom had, for the past several months, been immersed in learning how to support her medically fragile child, absorbing terminology that was hard to pronounce and adapting to the presence of life-support equipment like a pro. Ethan was born with multiple challenges, the primary diagnosis being Dandy Walker Malformation with Tetralogy of Fallot. It was now time to shift from keeping her child medically stable to building developmental goals and creating a plan on how to help her son reach important milestones. It was a difficult transition, but one made all the easier with the support of RMCC.

"They helped me connect to him", says Stacey. Mom had been working so hard for the first few months of Ethan's life to keep him alive, she hadn't yet had time to really connect with her son, allow herself to dream of his future or look at this precious child with hope for what lay ahead. RMCC changed that; with respect to where Ethan's parents were at, with professional understanding of Ethan's capabilities, with careful and precise education for Ethan's family on how to work with him and, perhaps most importantly, with consistent encouragement and celebration for each small change Ethan made along the way.

When asked if there was one specific moment when she was able to take a breath and see beyond her son's challenges, mom's face lights up as she responds, "when he stood for the first time." Without RMCC, mom says simply, they would have been "completely lost." With RMCC, Ethan, his big brother Billy and mom and dad learned that each small change does in fact have a big impact on a child's development as well as a parent's ability to find the one thing every child's future deserves; hope. ☆

# big IMPACT

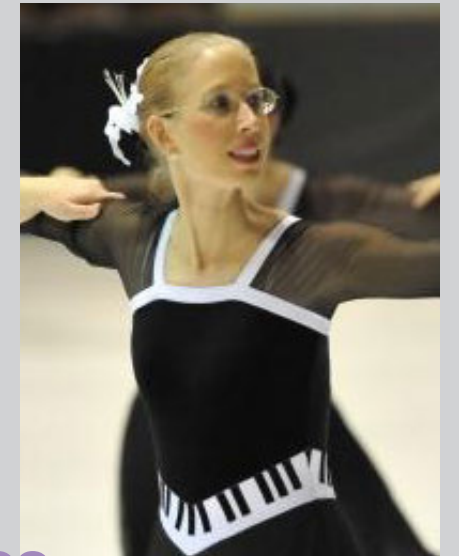
Bonnie Linscott of Exeter first learned about Richie McFarland when she worked at Lindt & Sprüngli USA in Stratham some 20 years ago: "They had an employee donation tree and Richie McFarland was a local nonprofit that the money was earmarked for. Also, I had a friend whose daughter was born with special needs, and she received services at the Center as an infant. I even modeled in a benefit fashion show many years ago, so Richie McFarland was always on my radar screen."

Fast forward to 2005. "I was at work and noticed pennies and coins scattered all over the parking lot. I wondered how much I could collect in a year of just this 'found money.' So I started to collect change from January through December in 2006 just as a game, and while I didn't find a lot, I felt good about it going to a good cause."

Bonnie's annual haul may be modest – \$15.96 is a successful year's total for her – but the impact of this "small change" goes beyond the found money and extends to her circle of friends: "I've been part of a synchronized ice skating team for 12 years, and when we travel, my teammates are always on the lookout for change to contribute to the cause."

She has seen "the game" change over the years: "Coins and paper money are becoming a thing of the past. These days, it's all about swiping a plastic card. But I know where to look. You have to look under things where people pay for things, or around those kiosks that turn coins into cash, or just on the sidewalk in front of you."

"I have no plans to stop doing this for Richie McFarland. It's a game for me, and the prize goes somewhere it's needed. I'm having too much fun to stop." ☆



I've been part of a synchronized ice skating team for 12 years, and when we travel, my teammates are always on the lookout for change to contribute to the cause.